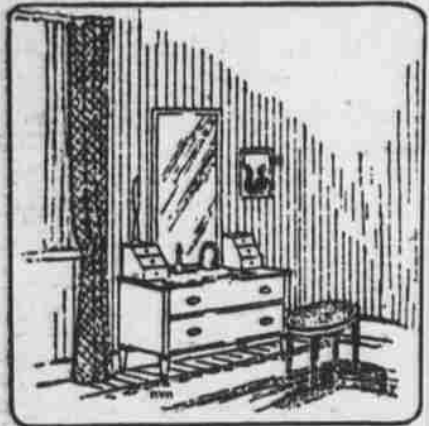


SETTING OFF MIRROR

CLEVER ARRANGEMENT EASY TO PUT TOGETHER.

Makes Effective and Unique Decoration—Old Chest of Drawers Its Foundation—About the Oldtime Girandole.

The mirror arrangement illustrated is easily made. It relies for its beginning on an old chest of drawers. The top of the chest was carefully removed and the top drawer, with its shell, was cut away, leaving only the two drawers below, upon which the top piece was reset. A set of little drawer



boxes was made for each end and in the middle was placed the large mirror, fastened securely.

Of course, there are many small separate mirrors of which anyone might consider herself lucky to be possessed. For these separate mirrors have been in vogue since the sixteenth century, and we see many of the beautiful old ones, as well as some good copies of the same. To tell the truth, in those days they were not called mirrors, but looking glasses. A mirror was a girandole—one of those circular convex affairs, in an ornate frame and usually surmounted by an eagle. If you have never seen one, you might still be able to imagine what it would be like to look into "a circular convex mirror." It makes you either enormously fat or amazingly thin, with a squint or a leer or a double chin—so they were never very popular except for wall decorations.

Of the looking glasses which have survived, we have the pier glass, the mantel glass and the smaller glasses in mahogany, walnut, painted and gilt frames, most of them beautiful and most of them old.—Washington Star.

NEED ONLY A SMALL BOW

Millinery Trimming a Real Boon for the Woman With Little Money to Spend.

A novel bow for the tailored spring hat is the sole trimming needed, since it practically covers any of the small new shapes. It is made of three-inch broad and very heavy ribbon, fashioned into four seven-inch long loops that start under a common knot. This knot is placed exactly at the center of the crown and from it the loops are drawn respectively toward the edge of the brim at back, front and sides. They do not lie flat, but stand partly on edge in the perky little manner which is difficult to achieve unless one possesses the milliner's touch. This sort of bow will prove a real boon to the woman who must refurbish a last year's straw hat—if she can bend it into reasonable resemblance to one of the recent shapes—for, having refaced the brim with new velvet, she may conceal the faded crown with the long and broad ribbon loops.

Lace Gaiter Tops.

Lace gaiters are the newest wrinkle in tops for fine shoes. They are of white baby Irish mesh overlaid with applied white medallions, and are fas-

REVIVAL OF THE OLD FASHION

Many Features of Umbrella Dress Are Practical Copies of the Styles of 1830.

The umbrella dress is like a closed rain shield. When one sees the model from the side, front or back view it suggests an umbrella opened wide. The great width of the skirt is at the top, where it stands out from the belt in horizontal lines, the taffeta folds being wired to give the umbrella shape. The skirt slopes in at the feet and is slashed at the back, which is another innovation, but is by no means the feature of the season. Slashes and draperies have practically disappeared and skirts are generally cut round and plain or greatly sloped upward at the side of the front.

Every belle of 1830 had a dress flounced from waist to hem, and the fashionable woman of this summer will be no less fortunate. There is a genuine century old costume of black taffeta that has tier upon tier of graduated frills encircling the skirt, and each nicely laid flounce is finished on the edge with a fold of taffeta. The sleeves follow the same style and are quite long.

Summer Fashions.

The old-fashioned fichus will be a picturesque accessory of summer dresses. The tailor suit for morning and walking will be cut on severely plain lines. The coat will button straight up the front. Plain shirtwaists with stiff collar and plain derby hat of velvet will lend a decidedly masculine effect to this costume.

tened at one side of the ankle with a row of large, flat white pearl buttons fitting buttonholes embroidered in the lace. Although looking rather fragile, they really are quite substantial, and, unlike many sorts of white gaiter tops, can be easily cleaned. But they are exceptionally dressy looking and only suitable with a theater or a restaurant costume.

NEW COLORS ARE EXQUISITE

Designers Seem to Have Outdone Themselves in Their Productions for the Summer.

The new silver-green is a lovely tint. It exactly resembles the color of a breaker just before it topples over below its crown of foam, and is particularly effective in velvet and silk cashmere, broches and soft silks. In satin its white lights are rather strong. It is the prettiest shade of green that has been seen for many years, and will undoubtedly be popular throughout the spring.

Another new color that has caught on is called coq de roche, and is deeper and warmer than buff and has an affinity with tango tint. But the union of black and white is the most noticeable of the moment, and Scotch tartan is in great demand among the fashionable dressmakers. It is used for panniers and for frills, edging panniers of other material, also for the sash in some of its novel forms, such as extending into a train, catching the folds of draped skirts, forming an immense bow some inches below the waist at the back, occasionally even in front, with ends falling below the knees. We may see before long whole gowns composed of sash and stole, and nothing more.

SMART SPRING COAT



A smart black taffeta coat of a novel design which shows the influence of the overskirt. The smart bow at the back of the belt and the oddly shaped white collar are new features this spring. The chic toque is of black, trimmed with asprey feathers.

Sagging Seamer.

In making little girls' dresses with the gored or plaited skirts, take a piece of selvage or firm, straight piece of material and sew it along the center back seam; it will prevent them from hanging lower in the back than in the front.

FOR THE ELDERLY WOMAN

Great Variety of Pleasing Materials Are Offered—Embroidered Net Dresses.

Striped and plain moire is lovely for tailored suits, gabardine and needle cloth morning wear or the simpler afternoon costumes. Linen dresses in batiste are embroidered with raised handwork French designs. There is not so much eyelet work in the embroidered dresses at present. Flit lace is given preference. Striped or plaid girdles give these summer afternoon frocks an up-to-date touch. There is such a choice in these designs, wide, narrow and varied stripes and various clan plaids in all combinations of colors and in dull as well as bright hues and tones, that the gowns may be infinitely varied by a judicious changing of these girdles.

The embroidered net dresses are also nice for elderly women. These are made up over white, with coat-like tunics and discreet little touches of color made by quillings or ruches.

Taffeta coats on the mantle order are often cape-like in appearance; a pinked edge ruching outlines them.

Travel Help.

A nice way to keep collars, jabots, ribbons and such things smooth when packing in a suitcase is to put them between the different leaves of a magazine. This takes up less room than a box in a suitcase and is very convenient when removed to the dresser drawer, as it keeps these small articles smooth and nice.—Modern Priscilla.



(Courtesy of W. B. Hatch.)

Germany Imports Danish Co-operative Cream.

Co-Operative Farm Products Marketing

How It Is Done in Europe and May Be Done in America to the Profit of Both Farmer and Consumer

By MATTHEW S. DUDGEON.

HOW THE GERMAN FARMER SELLS HIS BUTTER IN THE CITIES

Berlin, Germany.—Here in Germany the farmer successfully sells his product direct to the city retailer while in America it is almost impossible for the farmer to get into the city. In fact American cities are practically quarantined against the farmer so far as selling direct is concerned.

"The farmer who tries to sell his product in the city is up against it," said the president of a New York corporation. At the suggestion of one of our officers we last year raised a small lot of very fine potatoes on some of our vacant lands. We thought we were business men but selling those potatoes was too much for us. We found that the retailers had contracts with jobbers for their year's supply. The jobbers and wholesalers were shipping in their potatoes in carload lots and they did not care for the few bushels we had. Even the hotels had either bargained for their year's supply or would not make a contract with anyone who could not furnish all that they might need during the year.

"In fact no one in the whole city wanted our potatoes. We were compelled to practically give them away. It opened our eyes. We know now what the farmer is up against in the city markets when he has anything to sell. The farmer can no longer sell a product without going from house to house as a peddler. As business is now conducted his situation is hopeless. It seems to me that it is co-operative marketing or nothing for the farmer."

Colorado Peach Grower Has Trouble.

Nowhere on earth do they raise better peaches than in Colorado. Recently in an exceptionally good year one grower marketed 10,000 boxes of fine peaches in the usual way expecting big returns. When the final settlement arrived he took it home so that his wife and children who had helped with the work might enjoy it with him. When he opened the envelope he found first a long and detailed statement which he did not fully comprehend. But turning to the accompanying letter he read this paragraph: "I think we are fortunate indeed, in view of all the circumstances, to find that no liability stands against us. If you will send us your draft for \$50 this will close the account and no further liability will attach to you." Finally it soaked in that the result of the entire year was a loss of \$50.

But he possessed himself in patience and thought it all over. From inquiry he learned that while retail prices were good, the peaches had passed through the hands of six to eight persons each of whom had taken out a profit. No one person had robbed him. No one had been dishonest. No one had made excessive profits. Each one had simply looked out for himself. The farmer had been fool enough not to do the same thing.

Farmer Tries to Sell Direct.

The next year at the opening of the season the grower went to the Denver retailer who had handled his product. He was glad to find that his peaches of the previous season had arrived in good shape, had been readily sold, and had brought a good price. The dealer said he would be glad indeed to handle his peaches again if possible. Then the grower demonstrated with pencil and paper that the grower by selling directly to the retailer would double his own return, double the retailer's profit and still leave ample margin for all expenses intervening. The retailer gave a respectful hearing but slowly shook his head. "Nothing doing," he said. "If I buy my peaches directly from you the wholesalers will suggest that I buy my pineapples and bananas of you too. I tried it once. It did not take them long to get wise. I was informed that if I ever did that again I would not be able to buy any fruit in the city. You can't blame them for they think they are protecting their business in the only possible way." Inquiries of retailers in other parts of the city brought the same answer. It was absolutely impossible for the grower to market his fruit in the city of Denver.

Bayfield, Wis., is in the midst of a new fruit country. There they have a high-grade of cherries, strawberries and other small fruits. A small local co-operative society is marketing all their stuff in Minneapolis. We asked the manager why he did not sell in other cities—Milwaukee, for example, where the retailers should be willing to pay good prices for good fruit. His reply was that he had been utterly unable to find any Milwaukee retailer who would take his fruit because they said that they must deal only with those who handled a full line of fruits; that if they bought cherries and strawberries of him they would find themselves unable to buy the other fruits which he did not handle, such as bananas, peaches, pineapples and the like. The same condition exists everywhere. The retailer will not buy in small quantities nor will they buy of those who cannot sell them a full line of supplies. A representative of the Society of Equity of Wisconsin went to Chicago to work up a trade directly with the retailers of that city but gave up the plan in despair. He concluded that either the co-operative marketing concerns must combine upon broad lines in order to be able to protect the retailers who bought of them, or else the consumers must combine and buy co-operatively of the producer. In short, the American farmer cannot, unaided, invade the larger cities. Even the smaller co-operative organizations find themselves too weak to go into the city markets.

Federates to Invade Cities.

But here in Germany, and in fact in many other countries, the farmer does successfully invade the cities, large and small. He does it through the federated association of co-operative societies which thrive everywhere. These organizations do a tremendous business. They are enormous concerns, capable of taking big contracts and making good on them, fully able to hold their own in competition with privately owned concerns. The German retailer knows that when he deals with such a concern or organization he can get all that he wants whenever he wants it.

We have just been investigating the methods of one of these federated sale societies, the United Pomeranian Dairies, a concern which represents thousands of farmers. We found the manager a most businesslike individual with an amazingly wide knowledge of all matters connected with the marketing of the products handled by him. He has at his tongue's end the answer to all questions, whether they have to do with the technicalities of the product itself or with the business methods of the concern. The retailers do not hesitate to deal with this concern for they can rely upon it to supply all of their needs, all of the time. It markets the butter and cheese coming from over half a million cows and supplements this when necessary with imported products. It is through institutions such as this that the German farmer invades the German city.

Union of Co-operative Concerns.

"This is an association of associations," the manager stated. "It is not connected with any Landschaften or Reifensbank. Our associations are formed solely to aid the farmer in marketing his produce. In fact, nearly all the shares are held by farmers. We have over twenty thousand separate members. There are 116 associations. We are marketing our product through fifty-six stores."

This is a co-operative concern in the true sense of the word. All our concerns are operated upon the "one man one vote" plan, as are all of the co-operative societies in Germany. The small farmer has as much influence as the big man. Everybody connected with us participates in our profits and is responsible if we have losses. Everybody votes, nobody votes more than once. We charge about three per cent. on the turnover to pay the expenses involved in marketing. What is left goes to the members who sell through us."

The chief product is butter, but we

handle a great deal of cheese and some other farm products. We import considerable of our cheese from Canada simply to meet the demand and to make it unnecessary for those who buy of us to go elsewhere.

Keeping Up the Quality.

"We regard the standardization of products as the most important feature of co-operation in Germany so far as the marketing of it is concerned. All the butter which we handle is graded and branded. Each producer is given a most complete score sheet. Every time one of our subsidiary concerns get a consignment of butter from a producer it is graded as is indicated on a score card."

The score card is in duplicate, the original to be kept at the central office, and a carbon copy to be filled out and forwarded to the producer. The card states that the quality of the shipment received has been marked upon the following points: (1) Geruch (smell); (2) Geschmack (Flavor); (3) Salz (Salt); (4) Bearbeitung (Well Worked); (5) Konsistenz (Texture); (6) Verpackung (Packing); (7) Klassifiziert (Classified); (8) Remarks.

The manager continued: "If we find a creamery is not sending us a high-grade product we send someone to make investigation and to help improve the quality. As things now are no creamery supplies any butter of a grade less than the highest which it is capable of producing. The score card is of course a great help in keeping up the quality. We keep the original score card ourselves and send a carbon copy of it to the producer who is thus able to know in what particular his butter is less than it should be. In this way each creamery gets a report every week upon its butter so that it knows at once if there is any falling off in quality. We are now marketing the butter produced by from six hundred thousand to seven hundred thousand cows."

An Efficient Plant.

No American, accustomed to farmers who are always individualists and seldom combine, would think from an inspection of this plant that it was owned and managed by 20,000 farmers. It would seem to be rather the property of some captain of finance who had spared neither expense nor scientific effort in order to arrive at the highest stage of efficiency.

Everywhere we found labor saving devices. Everywhere the machinery was carefully protected so that danger to employees did not lurk in the power machinery that was in operation. (Germany it must be remembered has a national policy that requires that all workmen be fully protected). In one room was an ice plant; in another was the electric plant producing the power used in operating the machinery and in lighting the establishment.

An Outside Opinion.

Naturally anxious to hear what a dealer who was not a co-operator and had no interest in the co-operative movement had to say about co-operation, we went to the manager of a jobbing concern dealing in dairy products. We found him intelligent and ready to talk. "This is a wholesale company privately owned," he said. "I deal with many co-operative dairy associations. My experience with them has been excellent. They have better machinery, better organization, better business methods, produce better butter than do private creameries and are altogether satisfactory. There is another thing which should not be overlooked. We like to deal with a concern which can furnish us in large quantities in absolutely uniform quality. This is what the co-operators do. No single creamery could give us butter in such quantities as do the co-operative associations which market the product of several federated creameries. Neither can we get such an absolutely uniform quality elsewhere. We do not say but that at times a private owned creamery will produce just as good a grade of butter. It is always a problem with us, however, as to each creamery. We have to know the creamery itself and have to know whether or not they continue to have the same butter maker. With the co-operative concern, however, it is different. Nothing gets by them unless it is up to standard. They give us better stuff and they get better prices."

Danish Butter.

"We do not buy Danish co-operative butter to any extent. It is too high. Besides that there is a duty of ten marks for a package of fifty kilograms. For example where we can buy German butter for 125 marks (\$25) per fifty kilograms we would have to pay 138 marks (\$27.60) for Danish butter. The difference is greater than the amount of the duty because Danish butter has a reputation; also because there is a demand for Danish butter everywhere. Most of the Danish butter goes directly to England. Cream is admitted to Germany free of duty. We have tried to ship cream from Denmark and make butter here, but it has not succeeded. It is too troublesome a process. Everybody in Germany will admit that the Danish butter is as good as our best German butter; most think it is better. It is necessary for us to handle the poorer grade of butter for some of our trade. We get some Siberian butter which is considered of the second and third quality."

A Successful System.

This is the way the German farmer sells direct in the city. He unites with his neighbor in a local co-operative society. This society federates with others until there is a combination that is big enough to compete with and out-do any private concern. He produces a high quality of product. He handles it in a business-like way. Naturally he gets a fair price and makes a fair profit. Co-operation seems a success.

TASTY MENUS OF FISH

INEXPENSIVE, AND APPETIZING FOR A CHANGE.

Eating Less Meat Would Also Tend to Improve the Health of the Family—Here is Wide Variety to Choose From.

Fish Salad—Two pounds steak fish or can tuna fish, one-half cup French dressing, one-half cup mayonnaise, one cup finely cut celery, two cups finely cut endive or red cabbage, one teaspoon chopped parsley.

Boil the fish, remove the skin and bone from the fish and flake. Line plate with lettuce, place the fish in center and make a border of the endive or red cabbage; pour over the French dressing; cover the top of fish with celery, then with the mayonnaise; sprinkle with the chopped parsley. If you use tuna fish, remove from can and flake.

This amount is enough for six portions.

Cost—Fish, 25 cents; dressing and mayonnaise, ten cents; celery, three cents; cabbage, three cents; lettuce, three cents, total, 44 cents.

Fish a la Creole—Three pounds fish (trout or blue fish), two cups tomatoes, one-half cup cut onion, one teaspoon salt, one-eighth teaspoon white pepper, one-half teaspoon Worcestershire sauce, six cloves, six allspices, bayleaf, small piece mace, one tablespoon flour.

Scale, remove the head, tail and backbone from fish. Brush pan with drippings, put the fish on, skin side down; pour over the sauce and bake in hot oven.

Sauce—Put one tablespoon drying and the onions into pan, fry, do not brown; then add the tomatoes, and boil five minutes; add the salt, pepper, Worcestershire sauce and spices; boil three minutes; then set aside for ten minutes; add the flour, fixed with a little cold water, boil three minutes, strain over the fish and bake.

This is enough for six persons.

Cost—Fish, 25 cents; tomatoes, five cents; onion, one cent; seasoning, three cents. Total, 37 cents.

Weak, blue or steak fish of any kind can be prepared in the above manner; if steak fish, wipe the fish and lay in well-greased pan.

Deviled fish with savory rice—One and one-half pounds steak fish or had-dock; one cup cream sauce; one teaspoon Worcestershire sauce; two tablespoons grated onion; two tablespoons chopped parsley; one teaspoon salt; one-fourth teaspoon paprika; one teaspoon bacon drippings; one-half cup bread crumbs.

Scale the fish and boil 20 minutes; drain when cold, remove all skin and bone. Put the flake in bowl, add the cream sauce, onion, parsley, salt, paprika, and Worcestershire sauce; mix very lightly, so as not to break the fish. Brush small turk's head or bowl with drippings; fill with the fish and cover with the bread crumbs; bake in moderate oven 30 minutes, remove to center of platter or chop plate. Put the savory rice around the edge and in center; garnish with sprigs of parsley.

Savory Rice—One cup rice; two cups tomatoes; one-half cup, finely cut onion; two tablespoons chopped parsley; one teaspoon drippings; one teaspoon salt; one teaspoon sugar; one-fourth teaspoon paprika; one-half teaspoon Worcestershire sauce.

Put the onion and drippings into pan, fry until the onion is tender, add the strained tomatoes, salt, paprika, Worcestershire sauce and rice, which has been washed, boiled, drained and blanched; stir until rice is hot; add parsley.

This is enough for six persons. Cost—Fish, 21 cents; sauce, five cents; seasoning for fish, three cents; rice, six cents; tomatoes, five cents; seasoning, four cents; total, 44 cents.

Tomato Purée.

One can tomatoes, one sprig parsley, one stick celery, four peppercorns, one-half bay leaf, blade of mace, one teaspoon sugar, half teaspoon salt, one-fourth teaspoon soda; simmer half hour. Have ready all cooked together one tablespoon onion chopped, one tablespoon butter, one of flour, blend thoroughly together with one pint of hot beef stock. Strain the tomato purée, then add to stock, serve in cups. Can be prepared several hours before needed, reheated when to be served.

Chopped Cold Slaw.

One small cabbage chopped fine. Take half a cup of vinegar, half a cup of water, butter size of an English walnut, one-third of a cup of sugar, one teaspoon of mustard wet with water, half teaspoon pepper and salt to taste. Scald all these together in a dish placed in hot water. When hot add a beaten egg. Do not boil; when just at boiling point pour it over the cold chopped cabbage. Keep in a cold place till wanted.

Entire Wheat Bread.

Three cups of entire wheat flour, two cups of white flour, one teaspoonful of salt; sift. Dissolve one-half yeast cake in half a cupful of warm water; heat one pint of milk and melt into it one large tablespoonful of shortening, then add the yeast and two tablespoonfuls of molasses in milk. Mix all together and let it rise over night in a warm place, then knead, turn loaves, let rise one-half hour and bake.